POTASH & PHOSPHATE INSTITUTE
NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL		JAN 1990	JAN 1989	JUL-JAN 1989/90	JUL-JAN 1988/89
AL	Alabama	7,599	7,043	34,768	38,264
AK	Alaska	60	61	486	61
AZ	Arizona	259	271	1,987	1,512
AR	Arkansas	5,075	2,605	24,887	21,568
CA	California	4,749	4,310	44,922	43,006
CO	Colorado	1,670	1,066	5,314	3,714
CT	Connecticut	420	4,487	1,646	5,736
DE	Delaware	123	2,529	11,874	10,063
FL	Florida	12,837	26,811	80,567	69,503
GA	Georgia	11,037	21,197	65,892	70,881
HI	Hawaii	135	5,406	3,731	8,468
ID	Idaho	1,644	1,685	12,610	11,070
IL	Illinois	58,996	56,249	492,264	372,587
IN	Indiana	43,343	28,097	262,255	192,590
IA	Iowa	43,461	68,710	385,312	345,372
KS	Kansas	6,844	3,983	34,705	29,541
KY	Kentucky	25,591	5,445	85,950	61,283
LA	Louisiana	19,258	18,486	69,699	87,827
ME	Maine	369	203	1,991	3,916
MD	Maryland	1,905	3,384	15,053	19,388
MA	Massachusetts	21	242	1,605	1,776
MI	Michigan	15,750	20,252	116,574	98,182
MN	Minnesota	40,978	41,412	251,483	208,200
MS	Mississippi	2,752	120	12,496	8,841
MO	Missouri	33,657	30,809	195,418	158,301
MT	Montana	1,287	1,478	6,338	5,279
NE	Nebraska	5,760	3,983	18,977	15,883
NV	Nevada	0	0	3	61
NH	New Hampshire	59	181	368	251
NJ	New Jersey	186	317	2,207	2,677
NM	New Mexico	655	324	2,702	12,759
NY	New York	2,125	2,401	18,985	19,818
NC	North Carolina	6,608	14,717	31,816	48,010
ND	North Dakota	2,785	4,132	14,883	10,351
OH	Ohio	44,669	44,625	278,331	265,670
OK	Oklahoma	1,977	1,781	11,717	12,185
OR	Oregon	4,630	1,305	15,649	11,122
PA	Pennsylvania	1,497	2,293	22,529	22,708
RI	Rhode Island	140	119	1,012	1,460
SC	South Carolina	4,756	11,866	39,178	47,272
SD	South Dakota	2,443	1,827	8,959	7,488
TN	Tennessee	16,694	12,220	54,538	57,512
TX	Texas	14,682	9,728	58,546	52,487
UT	Utah	3,045	3,675	14,950	7,309
VT	Vermont	244	159	1,831	473
VA	Virginia	3,539	9,197	33,285	35,630
WA	Washington	11,219	7,002	24,911	20,611
WV	West Virginia	0	0	654	422
WI	Wisconsin	29,896	36,219	146,227	160,671
WY	Wyoming	265	115	1,229	832
	TOTAL U.S.:	497,694	524,527	3,023,314	2,690,591
CANADA					
AB	Alberta	1,257	925	10,926	10,012
BC	Brit. Columbia	751	379	1,676	4,134
MB	Manitoba	2,592	1,498	12,386	11,038
NB	New Brunswick	632	582	3,913	5,594
NF	Newfoundland	0	0	0	0
NS	Nova Scotia	381	210	1,957	1,875
ON	Ontario	11,696	6,443	52,998	64,689
PE	Pr.Edward Isle	21	133	1,383	5,383
PQ	Quebec	2,989	699	22,039	36,948
SK	Saskatchewan	870	742	4,183	4,975
	TOTAL CAN:	21,189	11,611	111,461	144,648
EXPORT SALES:		217,605	181,297	1,765,232	2,334,843
TOTAL AG SALES		736,488	717,435	4,900,007	5,170,082
Non-Ag U.S.		39,073	41,162	273,131	256,943
	Canada	2,214	1,631	9,989	16,104
	Exports	839	8,238	75,774	76,713
TOTAL NON-AG SALES		42,126	51,031	358,894	349,760
GRAND TOTAL		778,614	768,466	5,258,901	5,519,842

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

JANUARY 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	0	4,019	2,047	796	737	7,599
AK Alaska	0	60	0	0	0	60
AZ Arizona	56	31	51	0	121	259
AR Arkansas	46	0	3,200	1,816	13	5,075
CA California	2,096	766	635	13	1,239	4,749
CO Colorado	214	0	1,073	243	140	1,670
CT Connecticut	0	0	377	0	43	420
DE Delaware	61	0	0	62	0	123
FL Florida	2,013	3,127	797	2,225	4,675	12,837
GA Georgia	2,398	2,602	1,945	2,205	1,887	11,037
HI Hawaii	0	65	0	0	70	135
ID Idaho	15	100	1,509	20	0	1,644
IL Illinois	2,038	46,984	5,910	3,929	135	58,996
IN Indiana	1,028	23,280	10,307	8,586	142	43,343
IA Iowa	126	26,493	12,300	4,542	0	43,461
KS Kansas	281	984	4,442	936	201	6,844
KY Kentucky	49	19,931	5,201	29	381	25,591
LA Louisiana	749	60	15,233	3,189	27	19,258
ME Maine	0	0	369	0	0	369
MD Maryland	372	916	199	374	44	1,905
MA Massachusetts	0	0	0	0	21	21
MI Michigan	0	11,084	4,075	0	591	15,750
MN Minnesota	15	15,556	24,653	647	107	40,978
MS Mississippi	0	0	1,943	793	16	2,752
MO Missouri	1,970	1,850	28,282	1,473	82	33,657
MT Montana	0	252	1,020	15	0	1,287
NE Nebraska	204	975	1,934	1,691	956	5,760
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	59	0	0	59
NJ New Jersey	0	123	58	0	5	186
NM New Mexico	93	0	466	0	96	655
NY New York	0	334	1,337	311	143	2,125
NC North Carolina	185	1,581	1,523	2,097	1,222	6,608
ND North Dakota	0	819	1,848	118	0	2,785
OH Ohio	956	34,411	7,105	1,511	686	44,669
OK Oklahoma	75	215	1,617	30	40	1,977
OR Oregon	190	947	3,279	145	69	4,630
PA Pennsylvania	363	304	472	139	219	1,497
RI Rhode Island	0	0	118	0	22	140
SC South Carolina	1,158	244	1,994	250	1,110	4,756
SD South Dakota	0	1,219	940	284	0	2,443
TN Tennessee	224	11,051	5,359	0	60	16,694
TX Texas	1,309	2,117	8,419	1,609	1,228	14,682
UT Utah	2,729	0	316	0	0	3,045
VT Vermont	0	0	244	0	0	244
VA Virginia	121	(121)	319	1,581	1,639	3,539
WA Washington	2,449	2,806	5,017	537	410	11,219
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	1,523	20,604	6,620	744	405	29,896
WY Wyoming	15	107	138	0	5	265
TOTAL U.S.:	25,121	235,896	174,750	42,940	18,987	497,694
CANADA						
AB Alberta	0	0	1,251	0	6	1,257
BC Brit. Columbia	0	23	651	1	76	751
MB Manitoba	0	58	2,064	470	0	2,592
NB New Brunswick	0	183	273	0	176	632
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	298	83	0	0	381
ON Ontario	0	7,781	3,105	150	660	11,696
PE Pr.Edward Isle	0	0	21	0	0	21
PQ Quebec	0	0	2,823	0	166	2,989
SK Saskatchewan	0	19	851	0	0	870
TOTAL CAN:	0	8,362	11,122	621	1,084	21,189
*EXPORT SALES:	135,274	26,850	36,179	3,794	15,508	217,605
TOTAL AG SALES	160,395	271,108	222,051	47,355	35,579	736,488
NON-AG U.S.	27,803	-	-	10,660	610	39,073
Canada	2,069	-	-	105	40	2,214
*Exports	828	-	-	0	11	839
TOTAL NON-AG SALES	30,700	-	-	10,765	661	42,126
GRAND TOTAL	**191,095**	**271,108**	**222,051**	**58,120**	**36,240**	**778,614**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE

EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K_2O)

JANUARY 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	0	7,081	9,605	0	0	16,686
Belize	346	0	0	0	0	346
Chile	18,292	0	0	0	0	18,292
China	28,929	0	0	0	10,676	39,605
Colombia	1,895	1,885	0	0	0	3,780
Ecuador	1,326	0	0	0	0	1,326
El Salvador	0	0	731	0	0	731
Holland	0	0	13,250	0	0	13,250
India	229	0	0	0	0	229
Indonesia	27,825	0	0	0	0	27,825
Ireland	0	0	4,084	0	0	4,084
Japan	13,884	3,376	5,004	3,794	4,114	30,172
Korea	5,601	0	0	0	0	5,601
Malaysia	25,836	0	0	0	0	25,836
Martinique	0	0	2,976	0	485	3,461
Mexico	109	0	0	0	212	321
New Zealand	5,092	14,508	0	0	10	19,610
Philippines	3,376	0	0	0	0	3,376
Puerto Rico	0	0	0	0	11	11
Thailand	2,534	0	0	0	0	2,534
OTHER COUNTRIES (A)	0	0	529	0	0	529
TOTAL AG:	135,274	26,850	36,179	3,794	15,508	217,605
NON-AGRICULTURAL						
Australia	0	-	-	0	11	11
Japan	125	-	-	0	0	125
Korea	100	-	-	0	0	100
Mexico	603	-	-	0	0	603
TOTAL NON-AG:	828	-	-	0	11	839
TOTAL EXPORTS	**136,102**	**26,850**	**36,179**	**3,794**	**15,519**	**218,444**

NOTE A: 529 tons shipped to Trinidad.

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

JANUARY 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	0	4,019	1,780	782	6,581
AK Alaska	0	60	0	0	60
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	0	0	0
CA California	0	0	63	13	76
CO Colorado	0	0	0	17	17
CT Connecticut	0	0	377	0	377
DE Delaware	61	0	0	62	123
FL Florida	1,737	3,066	616	2,198	7,617
GA Georgia	2,398	2,602	1,945	1,562	8,507
HI Hawaii	0	0	0	0	0
ID Idaho	0	58	998	20	1,076
IL Illinois	607	44,403	3,066	3,929	52,005
IN Indiana	490	19,726	6,881	6,072	33,169
IA Iowa	0	26,036	10,569	4,379	40,984
KS Kansas	0	0	65	0	65
KY Kentucky	46	19,931	4,508	14	24,499
LA Louisiana	0	0	12,595	938	13,533
ME Maine	0	0	369	0	369
MD Maryland	372	916	199	374	1,861
MA Massachusetts	0	0	0	0	0
MI Michigan	0	11,084	2,414	0	13,498
MN Minnesota	15	15,056	24,435	598	40,104
MS Mississippi	0	0	0	793	793
MO Missouri	0	0	6,737	674	7,411
MT Montana	0	252	1,020	15	1,287
NE Nebraska	0	944	65	1,509	2,518
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	59	0	59
NJ New Jersey	0	123	58	0	181
NM New Mexico	0	0	0	0	0
NY New York	0	334	1,337	311	1,982
NC North Carolina	185	1,581	1,523	2,083	5,372
ND North Dakota	0	819	1,848	118	2,785
OH Ohio	955	34,411	6,122	1,511	42,999
OK Oklahoma	0	0	0	0	0
OR Oregon	0	809	2,734	145	3,688
PA Pennsylvania	363	304	472	139	1,278
RI Rhode Island	0	0	118	0	118
SC South Carolina	1,158	244	1,994	250	3,646
SD South Dakota	0	1,219	940	284	2,443
TN Tennessee	183	11,051	4,375	0	15,609
TX Texas	0	0	0	0	0
UT Utah	0	0	20	0	20
VT Vermont	0	0	244	0	244
VA Virginia	121	(121)	319	1,581	1,900
WA Washington	2,449	2,806	4,878	537	10,670
WV West Virginia	0	0	0	0	0
WI Wisconsin	1,523	20,604	6,620	744	29,491
WY Wyoming	0	41	0	0	41
TOTAL U.S.:	12,663	222,378	112,363	31,652	379,056
CANADA					
AB Alberta	0	0	1,251	0	1,251
BC Brit. Columbia	0	23	651	1	675
MB Manitoba	0	58	2,064	470	2,592
NB New Brunswick	0	183	273	0	456
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	298	83	0	381
ON Ontario	0	7,781	3,105	150	11,036
PE Pr.Edward Isle	0	0	21	0	21
PQ Quebec	0	0	2,823	0	2,823
SK Saskatchewan	0	19	851	0	870
TOTAL CAN:	0	8,362	11,122	621	20,105
*EXPORT SALES:	133,481	26,850	30,609	3,794	194,734
TOTAL AG SALES	146,144	257,590	154,094	36,067	593,895
NON-AG U.S.	16,468	-	-	10,446	26,914
Canada	2,069	-	-	105	2,174
*Exports	225	-	-	0	225
TOTAL NON-AG SALES	18,762	-	-	10,551	29,313
GRAND TOTAL	**164,906**	**257,590**	**154,094**	**46,618**	**623,208**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K_2O)

JANUARY 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	0	7,081	9,605	0	16,686
Chile	18,292	0	0	0	18,292
China	28,929	0	0	0	28,929
Colombia	1,895	1,885	0	0	3,780
Holland	0	0	13,250	0	13,250
India	229	0	0	0	229
Indonesia	27,825	0	0	0	27,825
Ireland	0	0	4,084	0	4,084
Japan	13,872	3,376	3,670	3,794	24,712
Korea	5,601	0	0	0	5,601
Malaysia	25,836	0	0	0	25,836
New Zealand	5,092	14,508	0	0	19,600
Philippines	3,376	0	0	0	3,376
Thailand	2,534	0	0	0	2,534
TOTAL AG:	133,481	26,850	30,609	3,794	194,734
NON-AGRICULTURAL					
Japan	125	-	-	0	125
Korea	100	-	-	0	100
TOTAL NON-AG:	225	-	-	0	225
TOTAL EXPORTS	**133,706**	**26,850**	**30,609**	**3,794**	**194,959**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

JANUARY 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	0	0	267	14	737	1,018
AK Alaska	0	0	0	0	0	0
AZ Arizona	56	31	51	0	121	259
AR Arkansas	46	0	3,200	1,816	13	5,075
CA California	2,096	766	572	0	1,239	4,673
CO Colorado	214	0	1,073	226	140	1,653
CT Connecticut	0	0	0	0	43	43
DE Delaware	0	0	0	0	0	0
FL Florida	276	61	181	27	4,675	5,220
GA Georgia	0	0	0	643	1,887	2,530
HI Hawaii	0	65	0	0	70	135
ID Idaho	15	42	511	0	0	568
IL Illinois	1,431	2,581	2,844	0	135	6,991
IN Indiana	538	3,554	3,426	2,514	142	10,174
IA Iowa	126	457	1,731	163	0	2,477
KS Kansas	281	984	4,377	936	201	6,779
KY Kentucky	3	0	693	15	381	1,092
LA Louisiana	749	60	2,638	2,251	27	5,725
ME Maine	0	0	0	0	0	0
MD Maryland	0	0	0	0	44	44
MA Massachusetts	0	0	0	0	21	21
MI Michigan	0	0	1,661	0	591	2,252
MN Minnesota	0	500	218	49	107	874
MS Mississippi	0	0	1,943	0	16	1,959
MO Missouri	1,970	1,850	21,545	799	82	26,246
MT Montana	0	0	0	0	0	0
NE Nebraska	204	31	1,869	182	956	3,242
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	5	5
NM New Mexico	93	0	466	0	96	655
NY New York	0	0	0	0	143	143
NC North Carolina	0	0	0	14	1,222	1,236
ND North Dakota	0	0	0	0	0	0
OH Ohio	1	0	983	0	686	1,670
OK Oklahoma	75	215	1,617	30	40	1,977
OR Oregon	190	138	545	0	69	942
PA Pennsylvania	0	0	0	0	219	219
RI Rhode Island	0	0	0	0	22	22
SC South Carolina	0	0	0	0	1,110	1,110
SD South Dakota	0	0	0	0	0	0
TN Tennessee	41	0	984	0	60	1,085
TX Texas	1,309	2,117	8,419	1,609	1,228	14,682
UT Utah	2,729	0	296	0	0	3,025
VT Vermont	0	0	0	0	0	0
VA Virginia	0	0	0	0	1,639	1,639
WA Washington	0	0	139	0	410	549
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	0	0	0	0	405	405
WY Wyoming	15	66	138	0	5	224
TOTAL U.S.:	12,458	13,518	62,387	11,288	18,987	118,638
CANADA						
AB Alberta	0	0	0	0	6	6
BC Brit. Columbia	0	0	0	0	76	76
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	176	176
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	660	660
PE Pr.Edward Isle	0	0	0	0	0	0
PQ Quebec	0	0	0	0	166	166
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	1,084	1,084
*EXPORT SALES:	1,793	0	5,570	0	15,508	22,871
TOTAL AG SALES	14,251	13,518	67,957	11,288	35,579	142,593
NON-AG U.S.	11,335	-	-	214	610	12,159
Canada	0	-	-	0	40	40
*Exports	603	-	-	0	11	614
TOTAL NON-AG SALES	11,938	-	-	214	661	12,813
GRAND TOTAL	**26,189**	**13,518**	**67,957**	**11,502**	**36,240**	**155,406**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K_2O)

JANUARY 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Belize	346	0	0	0	0	346
China	0	0	0	0	10,676	10,676
Ecuador	1,326	0	0	0	0	1,326
El Salvador	0	0	731	0	0	731
Japan	12	0	1,334	0	4,114	5,460
Martinique	0	0	2,976	0	485	3,461
Mexico	109	0	0	0	212	321
New Zealand	0	0	0	0	10	10
Puerto Rico	0	0	0	0	11	11
OTHER COUNTRIES (A)	0	0	529	0	0	529
TOTAL AG:	1,793	0	5,570	0	15,508	22,871
NON-AGRICULTURAL						
Australia	0	-	-	0	11	11
Mexico	603	-	-	0	0	603
TOTAL NON-AG:	603	-	-	0	11	614
TOTAL EXPORTS	**2,396**	**0**	**5,570**	**0**	**15,519**	**23,485**

NOTE A: 529 tons shipped to Trinidad.